

BCF 204

Intermediate Cost Analysis

Intermediate Cost Analysis emphasizes development and application of cost analysis techniques and estimate interpretation. The course addresses estimate definition and planning, data collections, formulation, review and presentation, and documentation. Estimating techniques, such as parametrics, analogies, expert opinions, and improvement curves, are addressed in more depth. Computations are done using Automated Cost Estimating Integrated Tools (ACEIT).

Objectives: Students who successfully complete this course will be able to:

- understand the cost estimating process;
- normalize data for content, quantity, and economic year;
- develop cost estimates using various techniques;
- document cost models and estimates;
- apply time-phasing techniques in development, production, and operating support phases of the life cycle, including cost improvements curves; and
- understand and perform sensitivity and risk analysis of an estimate.

Who Should Attend: This course is required for Level II certification for the DoD acquisition cost analyst; it is suggested for anyone in the financial management or earned value area.

Prerequisite: BCF 101

Note: Students must provide, and be familiar with, a scientific calculator.

Recommended: Two years of acquisition experience in cost estimating, financial management, or the earned value analysis job series is recommended. Algebra competence is essential, and some familiarity with statistics is beneficial. Students should direct math skills questions to the course manager.

Length: 15 class days

Method of Delivery: Resident/Local

PDS Code: Q2B



BCF 205

Contractor Business Strategies

Contractor Business Strategies is designed to give the government student a better understanding of the Federal Government marketplace from a business perspective. The students are actively engaged dealing with cash flow concerns, profit and revenue growth issues, and marketplace expansion. They have to communicate with customers; develop pricing and marketing strategies; and work with shareholders, bankers, and other stakeholders. The scenarios and dilemmas focus on the Federal Government as a primary customer.

Objectives: Students who successfully complete this course will be able to:

- recognize and analyze business issues and the resulting impact on the financial condition of the company; and
- understand and use the vocabulary and concepts necessary to discuss these issues with the defense contractor community.

Who Should Attend: This course is for military officers, O-3 and above, and DoD civilians, GS-9 and above, who have 3-5 years of experience in financial management and are involved in the systems acquisition process, interface with contractors, or deal with contractor data. The course is also recommended for personnel in the Contracting and Program Management career fields.

Prerequisite: ACQ 201B

Length: 3½ days

Method of Delivery: Resident/Local

PDS Code: Q2A

